TONY ROBBINS

PERSONAL POWER® II Summary Cards

Dear friend,

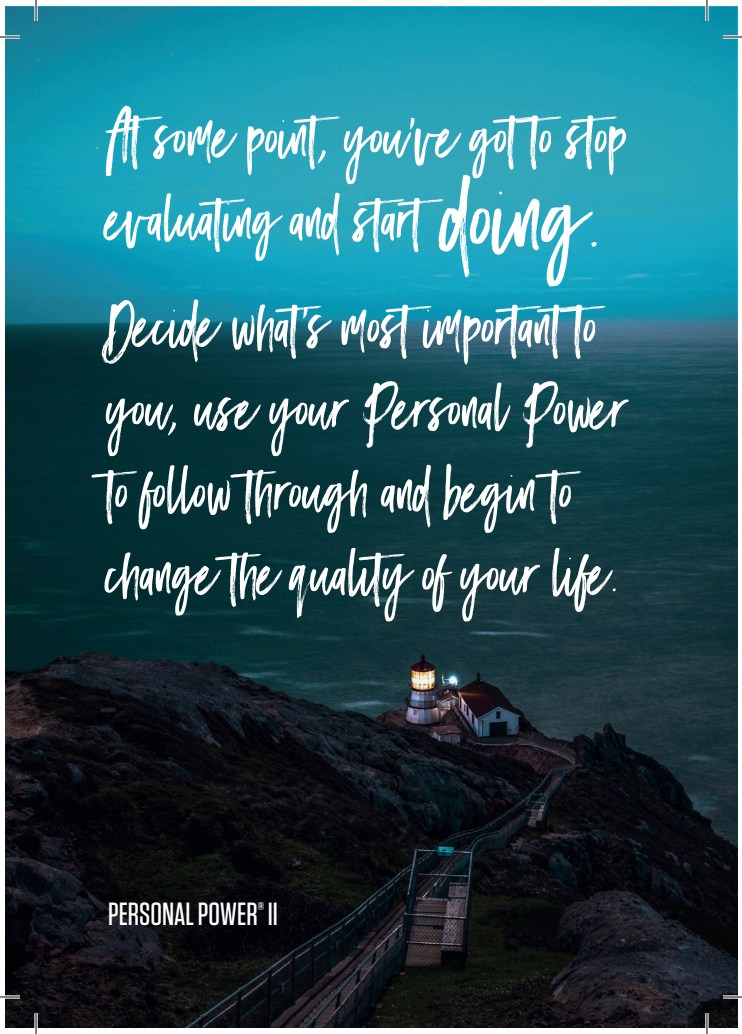
Congratulations on your commitment to improving the quality of your life! The ideas, insights, tools and strategies in *Personal Power II* are still the foundation of everything I do today.

Personal Power is the ability to act, to take positive action and to produce meaningful results. By making simple, small changes daily, you will transform the quality of your life – more quickly than you ever thought possible.

Use these Summary Cards to help you review and implement the strategies and tools inside this program in every part of your life. In the process, you'll master the fundamentals and create the daily habits that create unlimited success!

Live with Passion!

Tony Robbins


At some point, you've got to stop evaluating and start doing.
Decide what's most important to you, use your Personal Power to follow through and begin to change the quality of your life.
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THE ULTIMATE SUCCESS FORMULA

1. Know your outcome.
2. Get yourself to take action by *deciding* to do so.
3. Notice what you're getting from your actions.
4. If what you're doing is not working, change your approach.

WHAT CHANGES YOUR LIFE IS MAKING DECISIONS AND USING YOUR PERSONAL POWER, WHICH IS YOUR ABILITY TO TAKE *CONSISTENT* ACTION.

ROLE MODELING

To save time and energy, use role modeling to accelerate the pace of your success:

1. Find someone who's already getting the results you want.
2. Find out what that person is doing.
3. Do the same things, and you'll get the same results.

SUCCESS LEAVES CLUES.

THE POWER OF EXPERIENCE

Success in life is the result of good judgment.

Good judgment is the result of experience.

Experience is usually the result of bad judgment.

THE MOST IMPORTANT KEY TO ACHIEVING RESULTS IS TO ACT. IT'S IMPOSSIBLE TO FAIL AS LONG AS YOU LEARN SOMETHING FROM WHAT YOU DO.

The past does not equal the future, unless you live there.
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PAIN & PLEASURE

All human beings are driven by two forces: the need to avoid pain or the desire to gain pleasure.

We will do far more to avoid pain than we will to gain pleasure. *Pain is the greater motivator.*

If you want to change your behavior, you must focus your attention on:

1. How not changing your behavior will be more painful than changing it.
2. How changing will bring you pleasure.

You must change what you link pain and pleasure to in order to change your behavior.
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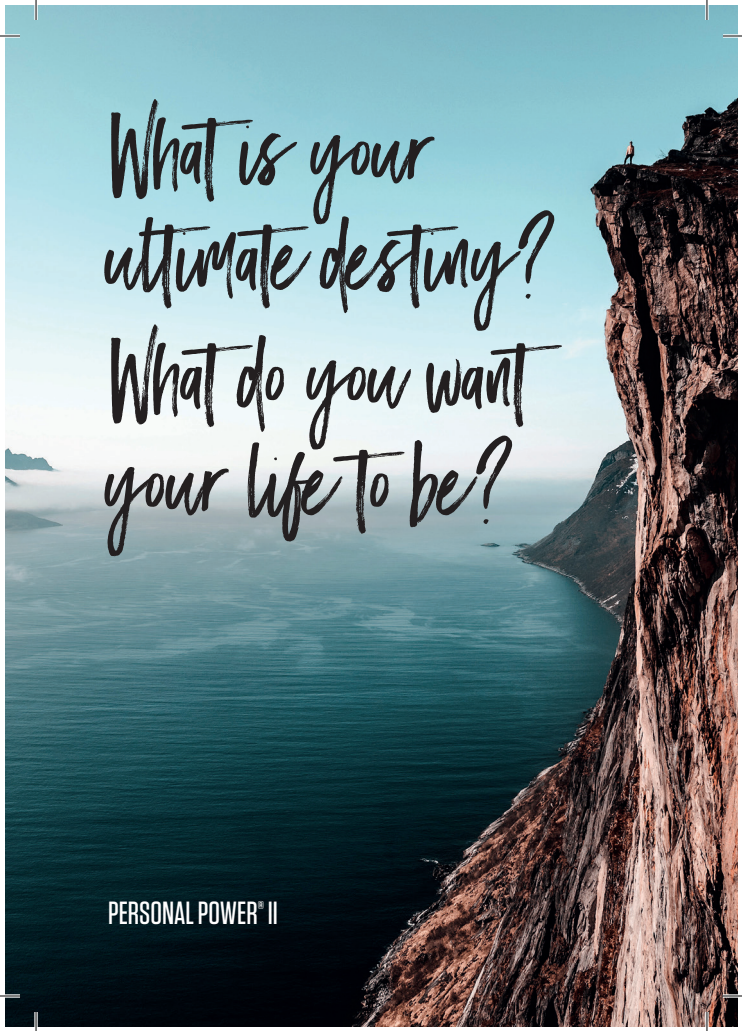
NEURO-ASSOCIATIONS

1. Whatever we associate or "link" to a situation in our nervous system, whether pain or pleasure, is going to determine our behavior.
2. If we want to change our lives, we must change our neuro-associations.
3. We must be careful about the associations we are creating. Sometimes they totally empower us and other times they totally disempower us.

THE 4 PARTS OF DESTINY

1. Everything you think or do is a *cause* set in motion.
2. Every one of your thoughts and actions is going to have an *effect* or *result* in your life.
3. Your results begin to "stack up" to take your life in a particular *direction*.
4. For every direction there is an ultimate *destination* or *destiny*.


What is your ultimate destiny?
What do you want your life to be?
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3 FUNDAMENTALS OF NAC (NEURO-ASSOCIATIVE CONDITIONING)

In order to change your life, you must change your neuro-associations.

These three things must be in place for you to make these changes and count on them to last:

1. Get leverage on yourself.
2. Interrupt your present pattern of association.
3. Condition a new empowering association until it is consistent.

It must change.
I must change it.
I can change it.
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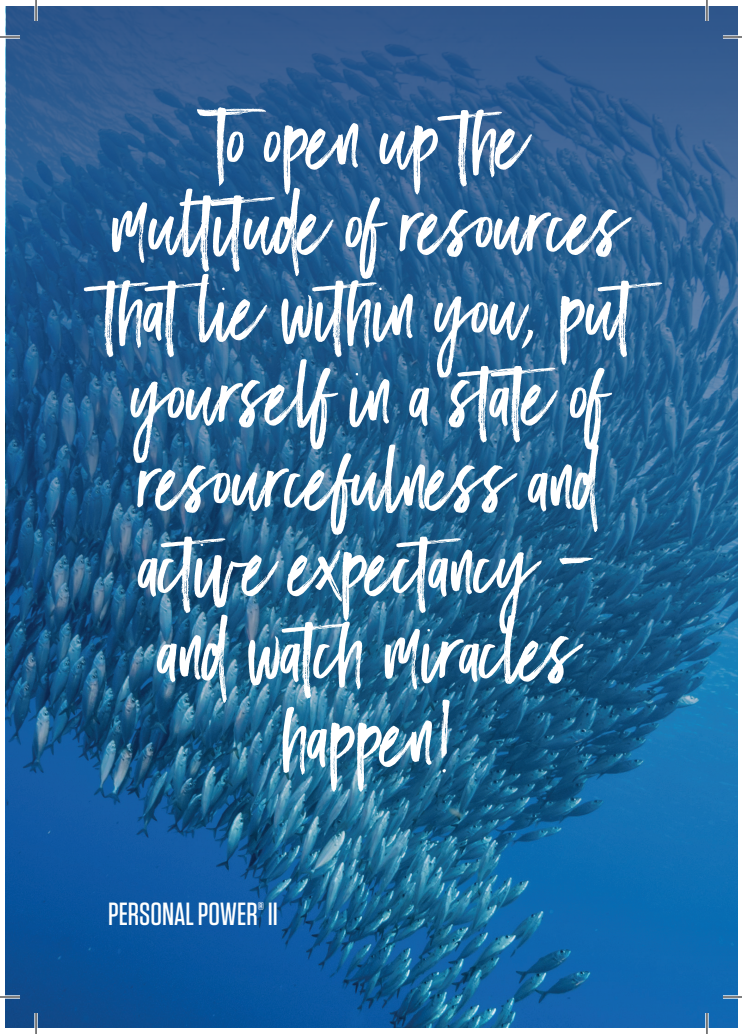
STATE MANAGEMENT

The #1 factor that controls how much of our ability is utilized in a moment is not competency or experience; rather, it's your mental, emotional and physiological state.

The two primary ways to control your state:

1. **The way you use your physical body.**
2. **Controlling your mental focus.**

TO PRODUCE PEAK PERFORMANCE, YOU MUST PUT YOURSELF IN A *PEAK STATE*.


To open up the multitude of resources that lie within you, put yourself in a state of resourcefulness and active expectancy – and watch miracles happen!
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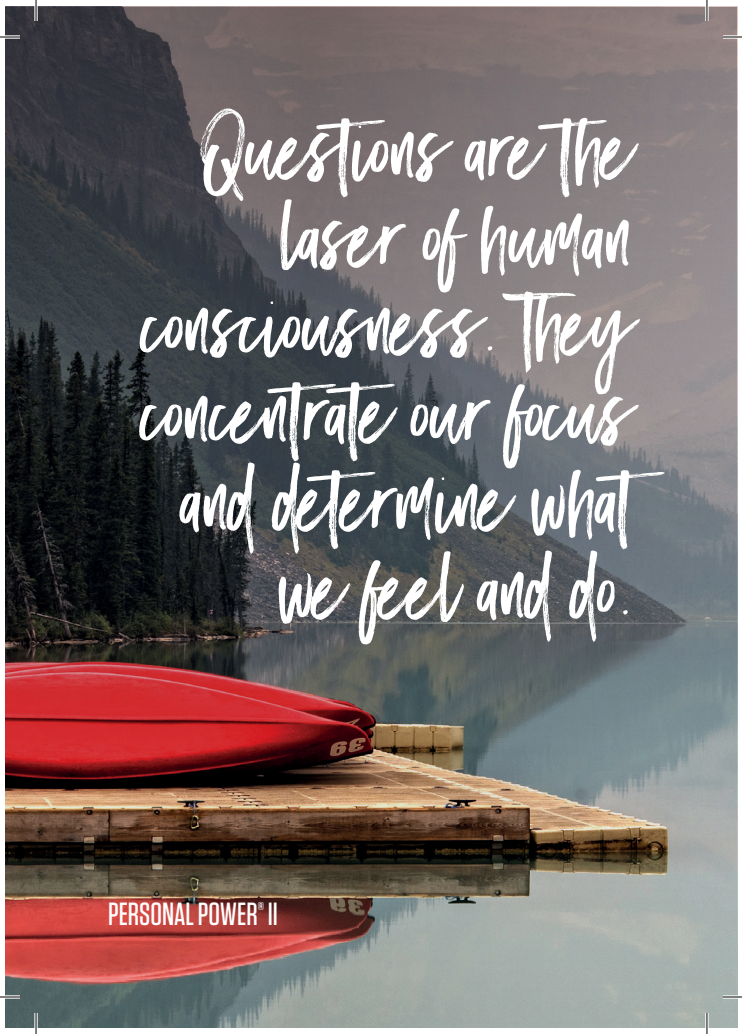
THE POWER OF FOCUS

1. What you focus on, you move toward.
2. We can control two things:
   - *What* we focus on (what we picture in our mind, what we say to ourselves, what we pay attention to, etc.)
   - *How* we're focusing (the dimension of the pictures in our mind, the brightness of the colors we see, the volume of our sounds, etc.)

THE SECRET TO CHANGING YOUR FOCUS IS QUESTIONS. QUESTIONS CHANGE THE RESOURCES AVAILABLE TO US.


Questions are the laser of human consciousness. They concentrate our focus and determine what we feel and do.
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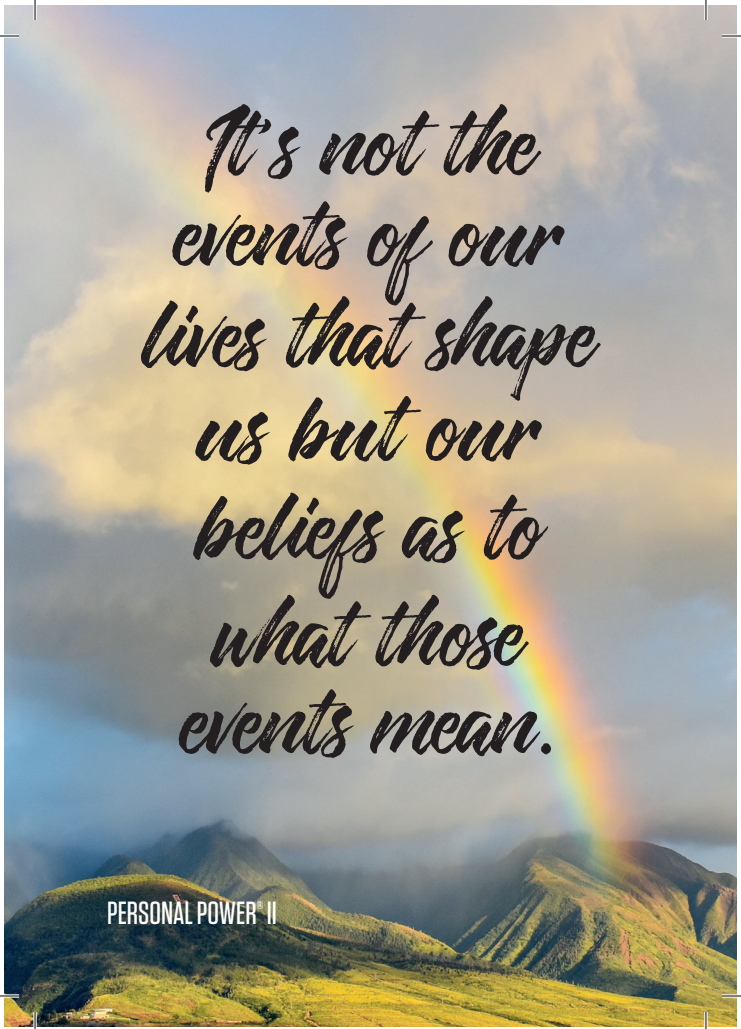
THE SOURCE OF SUCCESS OR FAILURE

Values: Emotional states that, based on our life experience, we believe are most important for us to experience or avoid.

The only way we can ever feel happy and fulfilled in the long term is to live in accordance with our true values.

Belief: A feeling of certainty about the meaning of something.

Your beliefs determine whether or not you feel like you're meeting your values. They can either limit or liberate you.


It's not the events of our lives that shape us but our beliefs as to what those events mean.
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5 STEPS TO CHANGE YOUR BELIEFS

1. Identify the belief you want to change.
2. Link enough pain to your present belief so your brain wants to move away from it.
3. Identify a new, empowering belief.
4. Link massive pleasure to the new belief.
5. Condition the new belief by rehearsing over and over again how your life will be better with the new belief and how painful it will be to keep the old belief.

ALL BREAKTHROUGHS BEGIN WITH A CHANGE IN BELIEFS.

There's always a way – if you're committed.
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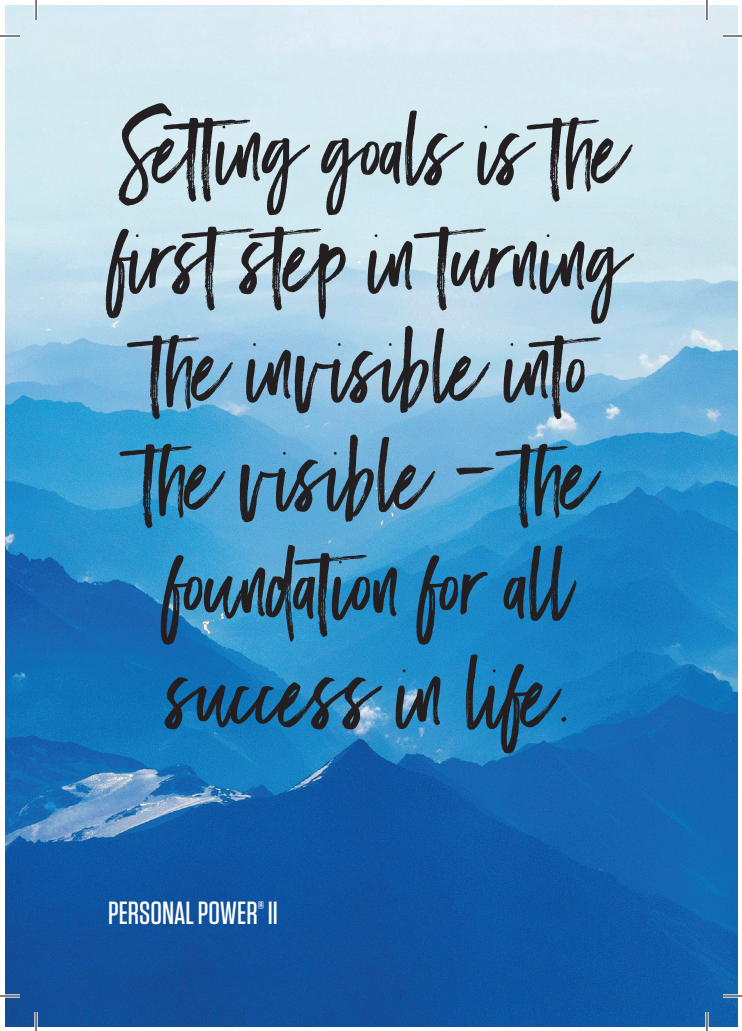
THE POWER OF WHY

With goals, we create our destiny!

1. We must have a big enough "why" to succeed. We must have enough compelling reasons to drive us.
2. Purpose is stronger than outcome.
3. Who you become in the process of achieving goals is the real purpose.
4. Setting a goal is acknowledging to your conscious and subconscious minds that where you are is not where you want to be.
5. Having a goal creates positive pressure, which is necessary to move you forward. You must learn to manage pressure.


Setting goals is the first step in turning the invisible into the visible – the foundation for all success in life.
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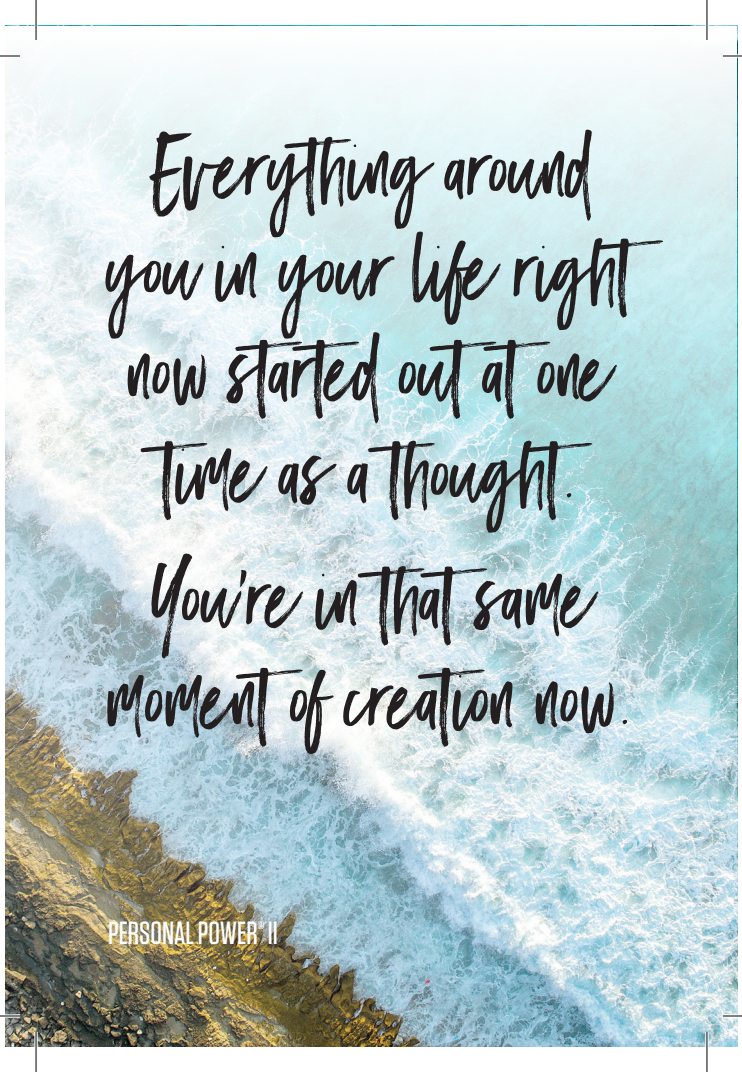
3 TYPES OF GOALS

1. **Personal Development Goals:**
   - Emotional Goals
   - Mental Goals
   - Social Goals
   - Relationship Goals
   - Work / Career / Mission Goals
   - Spiritual Goals
   - Physical Body Goals
   - Goals About Giving
2. **Thing Goals:** Material Desires
3. **Economic Goals:** Financial Aspirations

HOW WOULD YOU FEEL IF, WITHIN ONE YEAR, ALL OF YOUR GOALS WERE MASTERED AND OBTAINED?


Everything around you in your life right now started out at one time as a thought.
You're in that same moment of creation now.

THE POWER OF RITUALS

1. Your rituals consist of your habitual ways of looking at the world, talking to yourself and moving your body.
2. If you regularly feel any emotion – positive or negative – it's the result of an internal ritual.
3. You don't get any result in your life without some action preceding it. You are the creator; you are the source of these habits of behavior.
4. Procrastination is a ritual. We need to condition ourselves to feel that if we don't follow through, it'll be much more painful than if we just do it right now.

OUR CONSISTENT EMOTIONS SHAPE OUR CHARACTER AND DESTINY.

5 STEPS TO OVERCOME PROCRASTINATION

1. Find out how you create the ritual of procrastination.
2. Ask yourself: *"If I don't do this, what's going to be the ultimate price I'll have to pay?"* (Feel the consequences.)
3. Ask yourself: *"If I'd already gotten this done, how would my life be better? How much more joy would I have?"*
4. Develop the habit of saying, *"I want to..."* instead of *"I have to..."*
5. Develop the habit of moving your body to interrupt the pattern of procrastination.

Most people fail
in life because
they major in
minor things.
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KEYS TO ANCHORING

Anchoring is a created association between a specific trigger and a specific state.

1. To create positive anchors, put yourself into the emotional state that you want to anchor by taking yourself back to a time when you really felt that way.
2. When you're at the peak, do something unique and then repeat.
3. Use these four keys:
    - **1)** Intensity of the state (be fully associated)
    - **2)** Timing (peak of the state or experience)
    - **3)** Uniqueness of stimulus
    - **4)** Effective replication of stimulus

HOW TO DO A "SWISH PATTERN"

1. Visualize the old behavior you want to change (i.e. of yourself beginning to procrastinate).
2. Take the image of your ideal self (i.e. a "do-it-now," "make it happen" person), make it small and pull it back behind the other picture like a slingshot, feeling the tension.
3. Let go and say "Whoosh!" as you bring your hand forward and see the new image getting bigger and bigger, take the place of the old behavior.
4. Repeat the process rapidly, again and again, until the new image is conditioned.

7 REASONS MOST PEOPLE NEVER MAKE IT FINANCIALLY

1. They associate negative things to making and/or having money.
2. They never make having an abundance of money an absolute *must*.
3. They never develop an effective strategy for building wealth.
4. They fail to follow through consistently on their financial plan.
5. They rely too much on "experts."
6. They become financially complacent.
7. They allow financial crisis to turn into financial ruin.

The secret to wealth is simple:

Find a way to do more for others than anyone else does.

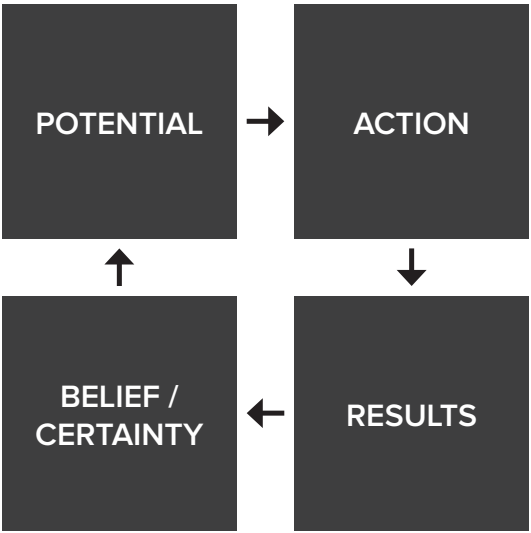
5 WAYS TO ELIMINATE FINANCIAL SELF-SABOTAGE

1. Write a description of all the pain you experience because you don't have the financial abundance you deserve.
2. List words that you associate to money.
3. Write down what you remember hearing about money when you were growing up.
4. Write how your life would be better if lack of money were no longer an issue.
5. Remove your limiting beliefs by attaching new beliefs to them. Write down your new beliefs and say them to yourself over and over again.

TURN FEAR AND SELF-SABOTAGE INTO CONFIDENCE & SUCCESS

1. Anything we do, including self-sabotage, we do with positive intent.
2. If you're sabotaging yourself, it means you're stopping yourself from following through, which means that you associate *more pain* to following through.
3. To eliminate self-sabotage, you must take control and change your associations to the thing you're sabotaging.
4. You can create self-confidence in any moment. Confidence is simply a sense of power within yourself and you can create that feeling in any moment.

THE SUCCESS CYCLE



4 KEYS TO ENERGY & VITALITY

1. Practice vital breathing every day: inhale for one count, hold for four counts, exhale for two counts.
2. Exercise! Your body is designed to move.
3. Drink plenty of water. Ideally have your body weight in ounces every day.
4. Make sure that at least 70% of your diet is made up of foods that are closest to their natural source. Avoid processed foods.

THE QUALITY OF YOUR LIFE DEPENDS ON THE QUALITY OF THE LIFE OF YOUR CELLS.

For every disciplined effort you make in life, there's a multiple reward.

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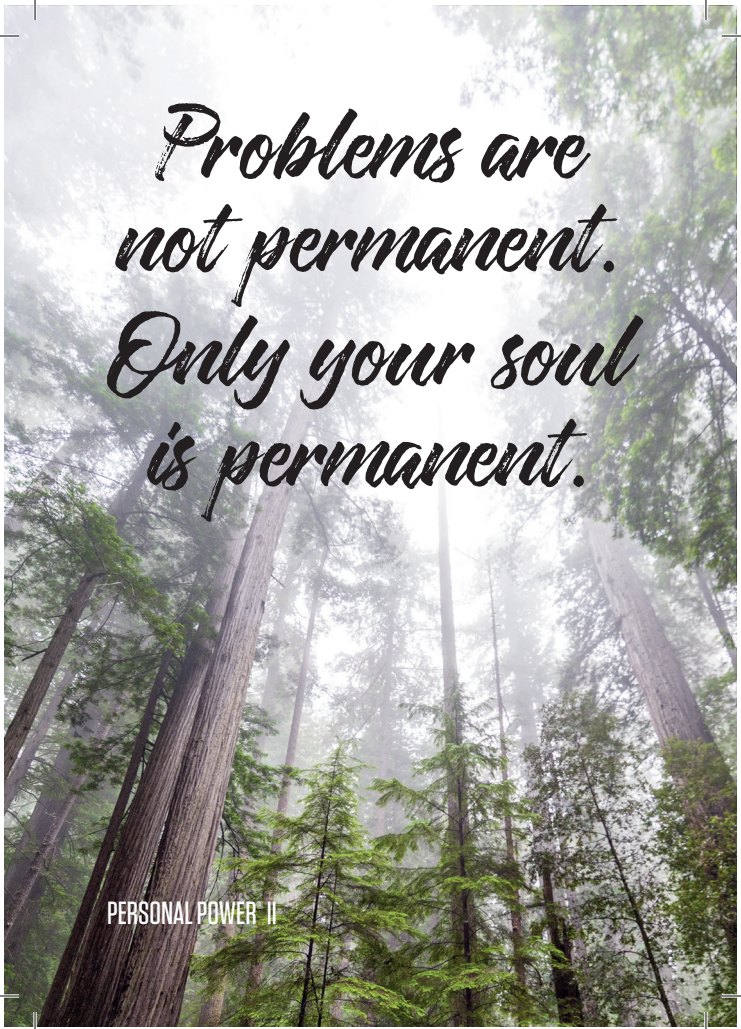
5 KEYS TO SUCCESSFUL RELATIONSHIPS

1. The quality of your relationship comes down to the quality of your commitment to making it work.
2. You must think of a relationship as a place to *give* rather than get.
3. Avoid the "law of familiarity." Enthusiasm decreases and negative anchors can be formed, which are the primary killers of relationships.
4. Don't let arguments get out of control. Use pattern interrupts with each other.
5. Make sure you consistently meet the love and attraction strategies of your partner.

5 STEPS TO SOLVE PROBLEMS

1. Manage your emotional state. Avoid "overwhelm."
2. Write the problem down on paper. Spend 20% of your time defining it and 80% on the solution.
3. Come up with your best plan for handling the challenge and act upon it quickly.
4. Notice what you're getting from your present actions.
5. If what you're doing isn't working, change your approach.

CHANGE YOUR BELIEFS ABOUT WHAT PROBLEMS ARE. THEY ARE *CHALLENGES* – OPPORTUNITIES FOR YOU TO GROW.


Problems are
not permanent.
Only your soul
is permanent.

THE PATH TO MASTERY

1. Decide what you really want.
2. Develop a plan – and find someone to model.
3. Take action immediately.
4. Be flexible.
5. Keep a journal. If your life is worth living, it's worth recording.
6. Manage your mental and emotional states.
7. Commit your life to something bigger than yourself.

Join the ranks of those who live what they teach, who walk their talk and who make a measurable difference in the lives of others.